

## Message Text

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ACTION EUR-12

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R 271340Z MAR 75  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 8646  
INFO USDOC WASHDC  
USTREASURY WASHDC

C O N F I D E N T I A L MOSCOW 4213

E.O. 11652 GDS  
TAGS: BGEN, UR  
SUBJECT: ISSUES FOR MEETING OF JOINT COMMERCIAL COMMISSION-  
MULTIPLE ENTRY VISAS

USDOC FOR BEWT/DOWNEY  
TREASURY FOR PARSKY

REF: A. MOSCOW 4108 B. MOSCOW 585

1. AS AUTHORIZED STATE 4656, ON JANUARY 15, 1973, CONSUL  
PRESENTED NOTE TO OFFICIAL OF MINISTRY OF FOREIGN AFFAIRS'  
CONSULAR ADMINISTRATION IN WHICH WE REITERATED PROPOSAL  
ORIGINALLY PRESENTED TO SOVIETS IN FEBRUARY 1973 THAT ALL NON-  
SOVIET PERSONNEL OF ACCREDITED U.S. BUSINESS OFFICES IN MOSCOW  
AND ALL SOVIETS ON STAFFS OF AMTORG AND KAMA PURCHASING  
COMMISSION BE GRANTED MULTIPLE-ENTRY (AND IN SOVIET CASE, EXIT)  
VISAS. THIS APPROACH WAS SUPPORTED BY ECON/COMM COUNSELOR AND  
COMMATT IN FEBRUARY 4 MEETING WITH MINISTRY OF FOREIGN TRADE OF  
PROTOCOL V.A. RAKHMANIN.

2. AT TIME OF FEBRUARY 4 MEETING, RAKHMANIN APPEARED SKEPTICAL  
THAT U.S. PROPOSAL WOULD BE ACCEPTABLE TO SOVIETS. SINCE THEN, IN  
DISCUSSIONS WITH U.S. COMPANY OFFICIALS, RAKHMANIN HAS BEEN  
GENERALLY NEGATIVE ON U.S. PROPOSAL AND HAS ATTEMPTED TO TURN  
DISCUSSION TO ALLEGED UNFAIRNESS OF U.S. SYSTEM FOR PROCESSING  
VISA APPLICATIONS FOR SOVIET COMMERCIAL VISITORS (SEE SEPTTEL  
THIS ISSUE).

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3. ON BASIS OF RAKHMANIN'S REACTION, EMBASSY DOES NOT JUDGE PROSPECTS THAT SOVIETS WILL ACCEPT OUR PROPOSAL AS PROMISING UNLESS WE MAKE HIGH-LEVEL PUSH AT COMMERCIAL COMMISSION MEETING. WITHOUT SUCH EFFORT, SOVIET RESPONSE SEEMS LIKELY TO COME IN FORM OF DEMAND THAT U.S. SIDE ISSUE MULTIPLE-ENTRY VISAS TO AMTROG/KAMA PURCHASING OFFICIALS UP TO LEVEL WHICH SOVIETS HAVE THUS FAR ISSUED TO OFFICIALS OF U.S. COMPANIES (18 ACCORDING TO EMBASSY'S COUNT, WITH ANOTHER FOUR ON THE WAY). THIS REPLY WOULD SET STAGE FOR UNFORTUNATE NUMBERS GAME WHICH IT WOULD SEEM WISER TO AVOID.

4. ACCORDINGLY, EMBASSY URGES THAT U.S. DELEGATION MAKE STRONG AND HIGH-LEVEL PUSH FOR SOVIET ACCEPTANCE OF OUR PROPOSAL DURING COMMERCIAL COMMISSION MEETING. SOVIETS MAY RESPOND WITH REQUEST FOR SPECIFIC CASES WHEN LACK OF MULTIPLE ENTRY-EXIT VISAS HAS BEEN PROBLEM FOR REPS OF U.S. COMPANIES. SHOULD THEY DO SO, EMBASSY BELIEVES U.S. PARTICIPANTS SHOULD STRESS PSYCHOLOGICAL PROBLEM WHICH LACK OF PERMANENT VISA POSES FOR U.S. BUSINESSMEN AND CONVENIENCE OF MULTIPLE ENTRY-EXIT VISAS. WE SHOULD ALSO STRESS ADVANTAGES WHICH ACCEPTANCE OF OUR PROPOSAL WILL HAVE FOR MINISTRY OF FOREIGN TRADE PERSONNEL (NUMBERING ABOUT 78) IN U.S. WHO DO NOT CURRENTLY HOLD MULTIPLE ENTRY VISAS VERSUS RELATIVELY SMALL NUMBER (EMBASSY ESTIMATES ABOUT 9) ADDITIONAL MULTIPLE ENTRY-EXIT VISAS WHICH WE ARE ASKING SOVIETS TO ISSUE AT THIS TIME. IN ADDITION, EMBASSY BELIEVES WE SHOULD CALL PARTICULAR ATTENTION TO COMMITMENT WHICH SOVIETS ASSUMED IN ARTICLE FOUR OF LONG-TERM AGREEMENT ON ECONOMIC, INDUSTRIAL AND TECHNICAL COOPERATION SIGNED IN JUNE 1974 TO GRANT MULTIPLE-ENTRY VISAS TO REPRESENTATIVES OF ACCREDITED COMPANIES. WHILE LATTER OBLIGATION DOES NOT EXPLICITLY EXTEND TO ALL MEMBERS OF STAFFS OF SUCH OFFICES, EMBASSY BELIEVES WE SHOULD ATTEMPT TO SECURE SOVIET ACCEPTANCE OF THIS INTERPRETATION.  
STOESSEL

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